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Cooperative Extension Work in Agriculture and Home Economics

United States Department of Agriculture and State
Agricultural Colleges, Cooperating

EXTENSION WORK AMONG NEGROES
1920



White demonstration agents help Negro farmers as well as white

W. B. MERCIER

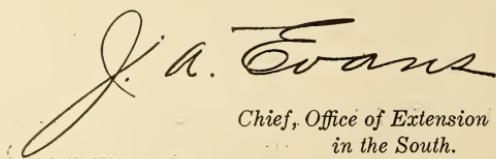
Assistant Chief, Office of Extension Work in the South

UNITED STATES DEPARTMENT OF AGRICULTURE
DEPARTMENT CIRCULAR 190

ACCORDING to the 1920 CENSUS there were 920,104 farms operated by Negroes in the territory supervised by the Office of Extension Work in the South, 701,711 of these operators being tenants. Since in several of the Southern States more than 50 per cent of the total rural population is Negro, the prosperity of the entire South depends to a large degree upon the efficiency and intelligence with which these more than 900,000 farms are operated. Bringing to these Negro farmers in the South the full benefit of available information and advice on better farming, better living, and better business has been one of the big activities of the cooperative extension service.

There are now 224 Negro county and home demonstration agents in the South, who work principally in the counties having a large colored population, supplementing the activities of the white county agricultural and home demonstration agents. These Negro agents for the most part are well trained, have the right viewpoint, are earnest and conscientious workers, and are rendering valuable service.

This circular shows how this work for Negroes, conducted by agents of their own race under the supervision of the agricultural colleges and the United States Department of Agriculture, is helping to make the farm life of this great body of citizens more profitable and attractive.



J. A. Evans

Chief, Office of Extension Work
in the South.

EXTENSION WORK AMONG NEGROES, 1920.

CONTENTS.

Page.		Page.	
Early history and development-----	3	Some results accomplished -----	11
Patriotic service of Negro farmers-----	5	Motor-truck movable school-----	18
Leaving the farms-----	5	Motion-picture films-----	18
Organization-----	6	Lack of leadership-----	19
Appointment of field agents-----	8	Outlook-----	19
Conferences-----	9	List of Negro extension workers-----	21

EARLY HISTORY AND DEVELOPMENT.

NOVEMBER 12, 1905, was the beginning of a kind of educational work which, after 15 years' trial, gives promise of being a strong factor in the solution of certain great economic and social problems in the Southern States. On that date, after a conference between a representative of the United States Department of Agriculture and Booker T. Washington, then principal of Tuskegee Institute, it was decided to appoint the first Negro demonstration agent to work exclusively with Negro farmers. From the inception of demonstration work, however, considerable attention has been given to the Negro farmers by the white demonstration agents, and even before any Negro agents were appointed a conservative estimate would be that 25 per cent of the white agents' time was given to aiding the Negro farmers (fig. 1) in the thickly settled Negro communities. The white agents listed Negro demonstrators and cooperators and gave much advice and help to them. The Negro farmers proved to be good demonstrators under the direction of white agents, and under the capable Negro agents have maintained this standard. The idea spread, and the number of agents was increased as rapidly as conditions and funds warranted.

Naturally the work made greater progress in communities which came under the influence of such outstanding Negro educational institutions as Tuskegee Institute and Hampton Institute. Fortunately, the founders of both schools believed that the greatest need of the Negro race was an opportunity for better training along industrial lines, especially in agriculture. Dr. Washington established Tuskegee on the principle that every student should be taught some useful trade, which would fit him for a more intelligent performance of the useful and practical things of life. He held that

the uplifting of the Negro race depended largely on the acquiring of greater intelligence as a whole and the cultivation, individually and collectively, of higher ideals of integrity, industry, perseverance, and morality. If, by individual effort and example, they could demonstrate to those among whom they lived that they could become capable and useful citizens and thereby add to the general upbuilding of the community, right-thinking people, white as well as colored, would give them moral and financial support. He realized, however, that it would be impossible to reach the masses of his race directly through schools, even such as his own, and, therefore, was earnestly seeking other methods of extending their influence. The demonstration idea impressed him as the most feasible means yet



FIG. 1.—A boll weevil mass meeting of Negroes addressed by a white demonstration agent.

offered. By giving promising young students special training that would fit them for demonstration agents, much could be done to spread the proper ideals and bring about a better condition among the rural Negro population.

There are special conditions which must be met in carrying on work of this kind among Negroes in many localities. It is very important that the Negro agents not only have a knowledge of the work to be done but also have an understanding of the relationship of the races in their respective communities. The employment of Negro agents can not be pushed more rapidly than public sentiment can be educated to appreciate and receive them. Owing to such circumstances, the progress of extension work among Negroes has been slow in some sections, and there are still places with a large

Negro population where the time has not yet come to employ Negro agents. On the whole, the leaders of the extension work have been fortunate in selecting Negro agents who use tact and good judgment in approaching the people regarding their work, and it is very encouraging to find that wherever the Negro agent has succeeded in doing good demonstration work among Negro farmers, not only have the farming methods been improved, but a better understanding of the needs of the situation has developed among the white people. It has been found that the Negro farmer and his entire family may be readily reached by the demonstration system of instruction either as individuals or in groups. (See cover illustration and figs. 1 and 2.) Whole communities have been built up and the improvement has been so remarkable as to attract more than local attention.

PATRIOTIC SERVICE OF NEGRO FARMERS.

The Negro rural communities manifested a fine spirit of loyalty and patriotism during the war.

They contributed liberally to all the loans and "drives," and the farming element did everything possible to assist in the national program for increased food production. One particular phase of war work that deserves special mention was the organization in Alabama, and to some extent in other States, of what was called "The United States Saturday Service League." It had become a well-established custom in the cotton States for the Negroes to take off Saturday from their field work. The purpose of the league was to get Negroes to work the full six days during the war period. Reports from numerous sources indicate that the movement was successful, and it has been continued during the busy cropping season since the war in many localities.

LEAVING THE FARMS.

A very serious problem during recent years in many farming sections has been the migration of Negro farmers to the towns and cities. This problem has affected the whites as well as Negroes to a considerable degree. The high wages paid by public works and the supposed opportunity for a high standard of living in the city



FIG. 2.—A group field meeting under instruction of a Negro demonstration agent.

offered an attraction hard to resist. The closing of the war activities and retrenchment in numerous manufacturing plants have resulted in wage reduction and laborers being laid off in large numbers. Much uneasiness and actual idleness among those who recently left the farm for the city has resulted. There is an appreciable drifting back to the farms by those who are agriculturally trained. The better class of Negro leaders foresaw that when wages were reduced and industries closed down it would be impossible for those who had recently gone to the cities to maintain themselves with any degree of comfort. These leaders have done what they could to bring back to the farm those who desired to return. They very properly recognize that while conditions may not always be what they should be on the farm, the average Negro, dependent on his daily labor, is better off there than in the crowded city.

ORGANIZATION.

The Negro work is organized, with a State leader, usually designated as district agent in charge of Negro work, in the following States: Alabama, Arkansas, Florida, Georgia, Louisiana, Mississippi, North Carolina, Oklahoma, South Carolina, Texas, and Virginia. In Maryland, Kentucky, Tennessee, and West Virginia two or more agents are employed, but as yet no definite assignment of a leader has been made, as the number of local agents has not been considered sufficient to justify such an appointment. Eleven States have their home demonstration work organized in certain counties. Altogether 224 agents, 157 men and 67 women (see list, p. 21), are employed. The club work is also organized in practically all of the States, county and home demonstration agents all being required to do club work on the same basis as it is done by the white agents. The Negro work, in most cases, is financed in the same way as the white work, viz, the salaries are paid from department, State, and county funds. The work in all States is under the general supervision of the white administrative forces. In counties where both white and Negro agents are employed, the white county agent is considered the leader of all the work in the county. This is true also where the women's work has been established. In considering the total number of workers and the total amount of money spent for Negro work, it is proper that a fair proportion of the administrative and specialist services be credited to this work, as these forces are rendering service to the Negro work as well as to the white.

The following table shows the general development and growth of the work from its establishment up to date:

Extension Work Among Negroes, 1920.

7

Negro extension work—Number of men and women agents and estimated cost for each fiscal year from 1908 to 1921, inclusive.

State.	1908		1909		1910		1911		1912		1913		1914		
	Number of agents.	Cost.													
Alabama:															
Men.....	2	\$1,673	2	\$1,505	4	\$3,077	5	\$3,388	7	\$5,322	7	\$6,061	7	\$6,529	
Women.....															
Arkansas:															
Men.....									1	75	1	921	2	1,047	
Women.....													9	2,501	
Florida:															
Men.....									1	120	1	360	1	367	
Women.....															
Georgia:															
Men.....		1	238	1	292	1	288	2	927	2	955	2	757		
Women.....												10	400		
Kentucky:															
Men.....															
Women.....													5	350	
Louisiana:															
Men.....															
Women.....														1	467
Maryland:															
Men.....															
Women.....															
Mississippi:															
Men.....	1	633	1	1,223	1	471	2	951	2	1,376	2	1,618	3	1,805	
Women.....															
North Carolina:															
Men.....									1	420	2	610	3	1,008	
Women.....													13	2,672	
Oklahoma:															
Men.....					1	259	1	563	1	713	1	675	1	860	
Women.....										1	180	1	180	1	712
South Carolina:															
Men.....		1	163	5	1,375	6	2,510	6	3,067	7	3,308	7	2,013		
Women.....															
Tennessee:															
Men.....															
Women.....															
Texas:															
Men.....															
Women.....															
Virginia:															
Men.....	4	2,478	4	3,045	3	2,490	7	3,857	10	5,001	10	6,804	11	5,712	
Women.....										1	272	1	351	22	2,234
West Virginia:															
Men.....															
Women.....															
Total:															
Men.....	7	4,184	9	6,174	15	7,964	23	11,977	32	17,211	34	21,710	40	22,334	
Women.....									2	452	2	531	60	6,869	
Grand total....	7	4,184	9	6,174	15	7,964	23	11,977	34	17,663	36	22,241	100	29,203	

State.	1915		1916		1917		1918		1919		1920		1921		
	Number of agents.	Cost.	Number of agents.	Cost.	Number of agents.	Cost.	Number of agents.	Cost.							
Alabama:															
Men.....	7	\$6,407	7	\$6,099	9	\$8,658	22	\$14,939	30	\$24,275	24	\$28,176	24	\$31,562	
Women.....					1	1,032	12	5,976	11	8,590	9	5,871	9	10,588	
Arkansas:					2	1,380	4	2,637	6	3,017	12	5,273	11	13,423	
Men.....					1	314	1	1,050	28	6,371	21	5,921	13	10,351	
Women.....													9	14,679	
Florida:					1	590	2	1,632	8	3,660	14	5,681	13	7,312	
Men.....									18	2,492	18	4,943	8	5,991	
Women.....													3,227	9,642	
Georgia:					2	1,245	2	1,847	3	3,250	5	6,805	14	11,249	
Men.....						1	480	32	6,090	29	5,304	2	1,802	12	15,613
Women.....												11	6,730		

Negro extension work—Number of men and women agents and estimated cost for each fiscal year from 1908 to 1921, inclusive—Continued.

State.	1915		1916		1917		1918		1919		1920		1921	
	Number of agents.	Cost.	Number of agents.	Cost.	Number of agents.	Cost.	Number of agents.	Cost.	Number of agents.	Cost.	Number of agents.	Cost.	Number of agents.	Cost.
Kentucky:														
Men.....					1	\$165	4	\$2,723	4	\$4,872	4	\$4,320	6	\$10,118
Women.....					4	1,515	3	1,870						
Louisiana:														
Men.....	1	\$625	6	\$1,953	7	4,622	12	8,148	17	12,728	12	14,420	11	15,894
Women.....			2	442	2	1,380	5	3,174	8	5,923	2	2,027	3	3,562
Maryland:														
Men.....					1	333	3	3,110	3	4,960	2	3,792	2	3,975
Women.....							5	3,445	5	4,242	1	1,553	1	1,160
Mississippi:														
Men.....	4	2,175	5	3,550	8	4,608	13	7,464	17	16,626	12	15,052	10	15,760
Women.....							6	2,614	27	5,769	10	6,314	10	12,527
North Carolina:														
Men.....	8	3,960	5	4,841	5	5,170	17	11,696	18	17,237	16	18,510	15	20,988
Women.....							18	2,062	43	6,723				
Oklahoma:														
Men.....	1	895	1	1,001			6	3,618	9	9,798	9	17,701	10	19,612
Women.....	1	884	1	900	1	879	4	4,870	5	4,661	4	6,317	4	6,545
South Carolina:														
Men.....	7	2,721	5	2,210	5	1,943	10	2,220	11	6,430	7	6,160	6	6,042
Women.....									4	1,063	1	900	10	1,788
Tennessee:														
Men.....							8	4,076	8	7,134	6	7,023	5	7,860
Women.....							3	1,562	23	8,115	4	3,223	4	6,651
Texas:														
Men.....							7	5,233	8	8,094	12	12,046	13	22,524
Women.....							12	1,517	15	4,429	11	5,393	9	8,810
Virginia:														
Men.....	16	8,638	15	11,120	19	12,680	23	16,065	26	22,850	23	21,148	23	23,863
Women.....	15	2,069	1	1,310	3	2,447	56	10,525	56	12,798	10	2,252	6	3,340
West Virginia:														
Men.....									2	167	1	250	1	1,600
Women.....											1	740		
Total:														
Men.....	49	28,636	52	36,890	72	48,165	156	97,051	191	167,155	159	184,752	157	221,493
Women.....	17	2,953	5	2,966	9	7,268	203	52,213	268	80,354	76	49,970	86	81,305
Grand total.	63	31,589	57	39,856	81	55,434	359	149,264	459	247,500	235	234,722	243	302,798

It was found necessary, in changing from war to peace conditions for the extension service throughout the country, to make readjustments, and in most cases there was a decrease in the number of agents. The Negro work was the only branch of extension work in which there was an actual increase in the number employed. Previous to the year 1920, it had been difficult to get anything like complete reports of results among the Negro farmers. During that year, with better organization and supervision, not only were the amount and quality of the work increased, but much more satisfactory reports of the results were obtained. The Negro farmers themselves have a growing appreciation of the benefits to be derived from the service, and this has stimulated them to do better work and aroused an interest in keeping more complete records.

APPOINTMENT OF FIELD AGENTS.

To give better general supervision and get fuller reports and to analyze and tabulate results, two field agents were appointed from

the Washington office, one to have general responsibility for the supervision of the work of a group of eight States—Arkansas, Kentucky, Maryland, North Carolina, South Carolina, Tennessee, Virginia, and West Virginia; the other to have the seven remaining States—Alabama, Georgia, Florida, Louisiana, Mississippi, Oklahoma, and Texas. These field agents were assigned the duty, in cooperation with the State directors and other white supervising agents, of organizing the Negro work, developing plans of work, preparing reports, and assisting the Negro agents along all lines, in order that there might be greater uniformity and efficiency and definite results might be accomplished. The wisdom of these appointments has been clearly demonstrated in that the field agents have succeeded in establishing a better relationship in all the States and have outlined definite plans and collected rather complete reports from every State. Both of these field agents are outstanding men among their people and have a complete conception of their duty, thoroughly appreciating the opportunity they have to serve their race and their country by devoting their best energies to the work.

The general lines of Negro extension work now carried on are very similar to those in previous years. To the fundamental things, looking to the adoption of a self-supporting farming program on every farm, there were added such other lines of extension activities as the leaders thought proper to promote. The kind of extension work carried on with the Negroes is identical with the work among the whites, so far as the conditions justify and the ability of the workers and the people served make them capable of receiving.

CONFERENCES.

During 1920 three divisional conferences were held, at Hampton Institute, Va.; Tuskegee Institute, Ala.; and Prairie Grove, Tex. The white and Negro supervisory agents in the group of States most convenient to each place attended these conferences. The primary object was to get a brief survey of Negro work and then jointly consider plans for increasing the number of workers and the best means of doing more and better work.

In 7 of the 15 Southern States more than 50 per cent of the population actually engaged in agricultural work are Negroes. Dr. S. A. Knapp used to say that "civilization depends on the average intelligence and earning capacity of the people." It is impossible for a minority of the people in any section entirely to separate themselves from the remainder and expect the country to make the progress it should. There must be a general uplift of the rural South, irrespective of races.

Dr. Moton, the present head of Tuskegee Institute, in his welcoming address at the extension conference at Tuskegee, said:

The workers who teach the people to love the things by which they live are always welcome to Tuskegee. Tuskegee has never aimed to build up itself at the expense of any other institutions. At Tuskegee everything must be used for the public good. I have been deeply impressed by what the Federal and State extension workers have done to teach the people how to live together. These workers have shown white and colored people how to live together peaceably. They have allayed jealousies, suspicion, and hatred. They have taught the people the value of thrift, patience, and morality. Negro extension workers have shown rare good sense. They have spent energy and patience and money in helping to adjust race relationships. They have shown wisdom and patience. They have been working for their country and for their God.

T. M. Campbell, one of the field agents, said:

The white people in the South have accepted Negro demonstration work as a system for educating Negro farmers. Wholesome results have been obtained by colored agents who have come in contact with white officials of the agricultural and mechanical colleges. Negro extension work has passed the experimental stage. Every community with a large enough colored population should have a man and woman agent. Negro agents have been instrumental in helping to create a better feeling between the races.

Dr. True, director of the States Relations Service, said:

I have been impressed with the clearness and definiteness with which the Negro agents have presented their reports on their work. I have also been deeply impressed with the good spirit that has been manifested by the white and Negro representatives at this conference. I understand better the value of the work which ought to be conducted and developed. This work should reach more of the colored people throughout the South. We must do something to hold the best kind of people in the country. In order to promote the general welfare, we must have a permanent agriculture which will be carried on by the intelligent people who receive sufficient money to be comfortable and to be up-to-date Americans. We need to develop the extension system, which reaches the masses of the people. We must aim to make home and community life better.

The substance of a working program for Negro extension work, as mapped out by a committee composed of white and colored members in these conferences, was as follows:

The extension work for Negroes should be conducted in cooperation with the Negro land-grant colleges of the States by arrangement perfected by the white land-grant colleges, wherever practicable. The work should be extended and developed as rapidly as funds and local conditions will permit. The boys' and girls' club work is regarded as an integral part of the county agent work. All reports on Negro girls' and boys' clubs should be sent to the Washington office through the State agents in charge of club work. Negro district agents cooperate with white county agents in counties where there are no Negro agents to make contact points with Negro farmers. A program of education is to be conducted for the purpose of informing both whites and Negroes as to the real value and needs of Negro extension work. The Negro field agents appointed during the war emergency are to be continued in their present capacity. County and local agents are urged to show specifically in their weekly reports all work done with whites and Negroes. We deprecate the spirit of unrest ex-

isting among whites and Negroes and we pledge the efforts of all extension workers in bringing about satisfactory conditions which will adjust such unrest.

The holding of these joint meetings of the Negro and white extension workers was of great benefit to both, and served the purpose of giving all of the white supervisory force, from the director of the States Relations Service down, a better idea of what was being accomplished through the Negro agents. The general verdict of all who had the opportunity to listen to the reports made by the Negro agents themselves was that they were the clearest and most definite reports rendered by any members of the extension organization.

The Negro race as a whole undoubtedly appreciates the work that is being done among them through the demonstration agents. The organization work among Negro farmers in the rural communities has made considerable progress. The purpose of the organizations, as briefly outlined, is to promote the moral, material, and educational progress of the entire community. Among the things kept before the members are the following:

- (1) To do away with the mortgage system as rapidly as possible.
- (2) To raise all the food and feed supplies.
- (3) To promote the ownership of homes, and the use of better farm equipment, and to encourage the beautifying and improvement of homes.
- (4) To build and keep up interest in farming districts through farmers' meetings, community fairs, etc.
- (5) To utilize time in productive work, especially stopping the custom of loafing on Saturdays and at other times when the farmer might be better employed at some necessary activities on the farm.
- (6) To cease taking part in various excursions, camp meetings, or other loosely organized associations of doubtful principles, and devote their energies and means to the building up of their schools and churches, and in procuring proper persons to conduct them.

This program does not call for secret orders, grips, and other displays of a questionable nature and value, but points the way to comfort and independence, clean living, and useful citizenship.

SOME RESULTS ACCOMPLISHED.

So far as practicable, the plans mapped out for the year were carried out in 1920, and the reports from the workers indicate that on the whole the results from the year's activities in all lines are decidedly encouraging. Among the more striking things might be noted the general improvement of practically all farms owned or operated by Negroes coming under the influence of the demonstration agents. They are building better homes, acquiring good live stock, and starting orchards, pastures, and gardens. There is a decided inclination to secure better schools, churches, and roads, all of which leads to the conclusion that the efforts and money being spent are bringing substantial returns.

FARM DEMONSTRATION WORK.

The 157 men agents reporting from the 15 States list 500 demonstrators, with 31,000 acres; and 39,784 cooperators, with 138,609 acres of corn, yielding nearly twice as much per acre as the corn on adjoining farms which had been worked under ordinary methods; 6,778 of these farmers selected seed corn for next year's planting.

There were listed 1,917 demonstrators in cotton (fig. 3), with 13,030 acres, and 15,444 cooperators, with 39,441 acres, showing an average yield of 500 pounds more seed cotton per acre than was obtained on the surrounding farms; 3,378 cotton farmers selected seed for the next year.



FIG. 3.—Field instruction in the root system and the proper tillage of cotton.

The number of demonstrators and cooperators growing small grain, including wheat, oats, barley, rye, sorghum, etc., was 27,838, with a total of 75,807 acres. More than 50 per cent of the Negro farmers listed report having enough grain and forage to run their farms, which is a remarkable showing as compared with the situation a few years ago. The growing of forage and hay crops among the Negro farmers is a new departure with many of them. The importance and value of such crops, not only for the feed, but soil improvement, has been shown.

The Negro agents assisted in improving and giving attention to 4,595 orchards, with a total of 226,779 trees; 597 new orchards were set out under the instruction of agents; and 2,248 farmers were shown how to prune and 1,546 how to spray.

Through the influence of the agents the following pure-bred live stock were brought in for breeding purposes: 377 horses, 1,688 dairy cattle, 149 beef cattle, 2,848 hogs, 700 sheep. In addition 3,500 graded stock were brought in. Many farmers had milk in the home for the first time; 68,199 cattle were dipped and 134,799 head of live stock were treated for diseases and pests; 1,385 demonstrations with poultry were carried on, with 618,505 birds.

The number of home improvements listed was as follows: New houses built, 4,448; houses improved, 11,358; improvement in some way of the sanitary conditions in 421,124 homes; lighting systems, 136; waterworks, 119; telephones installed, 6,945; pastures started, 6,937; drainage or terracing done on 8,103 farms; home gardens, 97,352; number of pieces of improved machinery of all kinds, 31,522.

A great number of smaller activities were carried on in addition to those mentioned above. The agents estimate that 268,709 Negro farmers were influenced, directly or indirectly, to put into effect some of the improved methods recommended by the extension forces.

To give an idea of the extent of the work done in establishing hay and forage crop work, the total estimated number of farms on which some progress was made along this line was 40,003, with a total of 94,117 acres.

The organization work among the Negro farmers has made fair progress, there being reported 329 farmers' clubs, with a membership of 16,960.

The total number of visits by agents reported was 121,819; total number of miles traveled, 574,613; calls in the office or home for special information, 39,785; meetings held, 12,364; attendance at meetings, 680,792; letters written, 40,406. The amount of the products bought through cooperative organizations was \$136,179. The amount of products sold through cooperative organizations, \$45,521, effecting a total saving to the farmers of \$41,659.

HOME DEMONSTRATION WORK.

In the home demonstration work among the Negro women and girls 67 agents were employed. The work conducted by these agents was largely along the same lines as that for the white people. The reports of these Negro women indicate that perhaps more was accomplished in improving living conditions of the limited number of women reached than in any other branch of the service. Not only were the living conditions in the home improved, but valuable instruction and demonstrations were given in sanitation, improving the home surroundings, equipping the home, preparation of food, and selection and making of the clothing. One of the most notable

features, perhaps, is the assistance and advice that has been given in the care of the children and in sickness of all kinds.

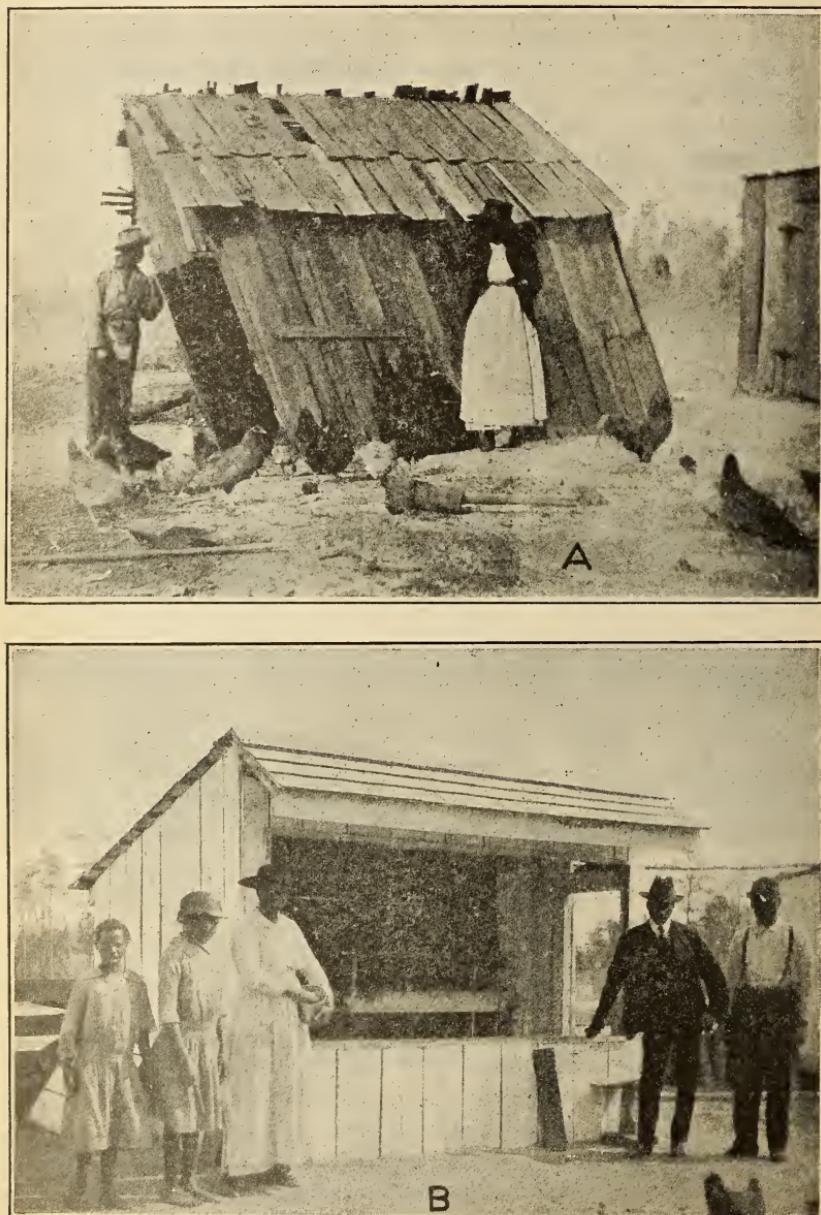


FIG. 4.—The old (A) and the new (B) in poultry houses.

The following are some of the outstanding things that have been accomplished through the Negro women agents:

Clubs organized among women and girls, 1,571; membership, 45,791; meetings held, 8,513; estimated attendance, 373,595; demonstrators listed in clubs, 15,232; estimated number influenced to make some kind of improvements around the home, 56,156; total number of garden demonstrations, 2,871; home gardens, 20,494; orchards and vineyards started, 1,589; winter gardens, 15,533. In the poultry clubs there were enrolled 10,317 members. The number of members establishing pure-bred flocks was 1,148; approximate number of chickens raised by these clubs and demonstrators, 128,552; poultry houses built (fig. 4) at suggestion of agents, 291; total value of poul-



FIG. 5.—A group being instructed in canning and other home demonstration work.

try products, \$71,880. The number of family cows purchased through suggestion of agents was 452; butter demonstrators enrolled, 5,308; pounds of butter made in accordance with instructions, 138,469.

Under sanitation and health work there was listed general cleaning up of 460 homes; screening 1,828 houses; improvement of the water supply in 498 homes; talks given on prevention of contagious diseases, 1,311; instructions in care of sick, 1,361; in the care of children, 1,037; in preparation of diet for the sick, 3,351; in the preparation of milk and lunches for school children, 8,237; demonstrations in better cooking, 6,359; demonstrations in the use of fireless cookers, 234. The work in food conservation (fig. 5) included quarts of fruit and vegetables canned, 4,534; gallons of fruit juices

and sirups made, 19,819; containers of relishes, 1,306; preserves, jams, etc., 39,348; gallons of vegetables brined, 5,960; pounds of dried fruit, 174,044; cans of meat, 3,180; pounds of meat cured, 331,087; pounds of lard rendered, 113,206; containers of other products, 32,243; total value of food conserved, \$409,173.43. The number of new homes built was 920; homes remodeled, 766; houses and out-buildings repaired, 1,633; houses and outbuildings painted, 607.

The total number of household conveniences made or purchased, including fireless cookers, kitchen cabinets, etc., was 5,024.

Number of demonstrations in home beautifying, which included planting of lawns, flower gardens, and cleaning up the premises generally, was 17,311.

CLUB WORK.

Farm makers' clubs for Negro boys have been organized in all the Southern States. (Fig. 6.) These clubs are divided into two general classes: Crop clubs and live-stock clubs. A boy may be a member of both live-stock and crop clubs, but usually the membership is



FIG. 6.—Members of a farm makers' club receiving field instruction.

confined to one class. The members are required to plant the same acreage and observe the same regulations adopted for all the extension club work.

The boys belonging to crop clubs may choose corn, cotton, wheat, oats, peanuts, potatoes, soy beans, or sorghum. Those in the live-stock clubs may have a pig, calf, sheep, or poultry. The total enrollment in crop clubs in 1920 was 6,104, of which 3,847 reported. The market value of the products of those reporting was \$296,041.70. The enrollment in all the live-stock clubs was 18,366. Their products at market prices were worth \$153,405.97. These reports represent only a fraction of the value of the club work, since there is a very noticeable interest in such work in communities where there are no regularly employed agents. The club work for Negroes might well

be pushed in every one of the States with anything like a complete organization.

MISCELLANEOUS WORK.

Naturally, the greatest part of all agents' time was spent in trying to get the people to adopt better agricultural methods in general, and, as already stated, the noticeable improvement in the entire communities where agents have served demonstrate that the work is progressing (fig. 7). Special campaigns, such as "Clean-up Week"; surveys of certain communities where work had been carried on for some time to secure records on just what progress had been made by certain families; and meetings of the development clubs to discuss



FIG. 7.—Members of a home demonstration club in Georgia.

methods for improving schools and churches, and to plan for community and county fairs where the people might have opportunity to exhibit their products were undertaken. Among the women, special training in housekeeping, nursing the sick, improving the sanitary conditions, and selection, making, and care of clothing was given. Some attention was given to marketing problems, especially growing, grading, and packing for market. (Fig. 8.) Perhaps as much real benefit has come from the special efforts to establish good gardens, the keeping of a milch cow, and the raising of more poultry, and providing pastures and growing feed for all the live stock as from any lines of work carried on.

MOTOR TRUCK MOVABLE SCHOOL.

In Alabama some very successful extension work among Negroes in rural communities has been done through the operation of movable schools. Under this plan a truck is provided with a rather full line of equipment, such as spraying outfits, paint brushes, farm levels, carpenter's tools, bread mixers, milk testers, fireless cookers, fly traps, and numerous other materials for use in putting on demonstrations in the various lines of work (figs. 9 and 10). Two or more workers are in charge of the truck, which is moved from place to place, where arrangements have already been made for the meetings. Usually a regular route is mapped out, the local agents notified, and they in turn notify the people of the community of the date and place where



FIG. 8.—Progress is being made in improving methods of marketing, especially grading and packing.

the demonstration is to be conducted. In one place it may be improving the house or the orchard, and in another place it may be almost entirely for the benefit of the women and girls in some kind of home work. This outfit is being used to a limited extent in all sections of the State. The expense in equipping and operating such an outfit is so great that it can not be recommended for general use. For special uses in certain localities and under the management of a force having the personality and ability to impress the lesson, it is a good medium for disseminating information.

MOTION PICTURE FILMS.

During the year the United States Department of Agriculture made a motion picture to show step by step the development and progress of a typical Negro community under the influence of the demonstration work. The scene is staged in Alabama, where Negro

extension work was first started. This film gives a striking insight into real conditions and how they are being improved in many sections of the South, and should be of great educational value.

LEADERSHIP.

A serious handicap to rapid development of Negro extension work is the scarcity of capable and trained leaders. There never was greater need for the right kind of Negro leaders all over the South than to-day. The forward-thinking people of both races realize that the success and harmonious conduct of extension work, or any other line of educational activity, depends on getting Negro leaders with judgment and discretion. White leaders having nothing but the welfare of the Negro and white people in mind have questioned how far Negroes could be used in local leadership. Tuskegee, Hampton,



FIG. 9.—The "Jesup wagon" en route to a farmers' conference.

and a few of the Negro agricultural colleges have turned out graduates who have proved, so far, that they could be trusted with this responsibility. In the main, the State extension divisions have been fortunate in selecting workers who have shown rare caution and common sense in approaching the difficulties incident to the performance of their duties as agents. Some of the Negro institutions are making efforts to establish special courses for the training of men and women extension leaders. This should furnish a better class from which to select agents in the future.

OUTLOOK.

To those responsible for the establishment and guidance of the work, and who have had the most intimate knowledge of its workings, it is gratifying to feel that the experiment has been successful.

Wherever conditions afforded a fair trial, the work has won the approval and support of the best citizens of all classes. There seems to be no reason why there should not be a gradual and healthy growth until its uplifting influence proves a great factor in the permanent



FIG. 10.—The "Knap agricultural truck" and a demonstration in inoculation against hog cholera.

upbuilding of every Negro community throughout the agricultural South. The one possible retarding influence is that those promoting it, especially the enthusiastic Negro agents, may try to push the work into sections where the conditions are not favorable nor the people yet ready to appreciate it.

LIST OF NEGRO EXTENSION WORKERS IN THE SOUTHERN STATES MAY 31, 1921.

FIELD AGENTS.

T. M. CAMPBELL, Tuskegee Institute, Ala.

(Georgia, Florida, Alabama, Mississippi, Louisiana, Texas, and Oklahoma.)

J. B. PIERCE, Hampton Institute, Va.

(Maryland, Virginia, North Carolina, South Carolina, Tennessee, Arkansas, Kentucky, and West Virginia.)

ALABAMA.

District agents.—Harry Simms, Tuskegee; Eugene C. Dobbs, Normal.

Agent for movable schools.—Henry Howard, Tuskegee Institute.

Boys' club agent.—C. M. Kynette, Tuskegee Institute.

County agricultural agents.—Autauga County, G. W. Goodwin, Prattville; Barbour, S. L. Battle, Comer; Bullock, M. B. Ivy, Union Springs; Clarke, G. G. Daniel, Grove Hill; Colbert, W. I. Abernathy, Leighton; Conecuh, N. E. Henry, Evergreen; Coosa, F. G. Manley, Eclectic; Dallas, T. H. Toodle, Selma; Elmore, F. G. Manley, Eclectic; Green, J. D. Barnes, Clinton; Hale, P. J. Brown, Gallion; Lawrence, W. I. Abernathy, Leighton; Lee, C. D. Menafee, Opelika; Limestone, B. F. Hill, Athens; Lowndes, N. L. Johnson, Calhoun; Macon, W. M. Welch, Tuskegee; Madison, W. T. Gravitt, Normal; Marengo, P. J. Brown, Gallion; Montgomery, N. L. Byrd, Mount Meigs; Randolph, J. B. McPherson, Wedowee; Sumter, C. S. Sampson, Whitfield; Tallapoosa, D. D. Crawford, Dadeville; Wilcox, T. W. Bridges, Annemanie.

Home demonstration agents.—Alabama State, N. J. Coleman, Tuskegee; Alabama State, R. B. Jones, Tuskegee; Barbour County, Mrs. H. D. King, Clayton; Clarke, Tisby L. Ray, Grove Hill; Hale, Mary L. Snipes, Marion; Madison, Luella C. Hanna, Normal; Montgomery, L. R. Daly, Montgomery; Morgan, Carrie A. Gee, Albany; Perry, Mary L. Snipes, Marion.

ARKANSAS.

District agent.—Harvey C. Ray, Little Rock.

County agricultural agents.—Chicot County, T. D. Spears, Lake Village; Columbia, Carl H. Ellis, Magnolia; Conway, J. D. Rice, Plumerville; Faulkner, E. T. Mattison, Conway; Lee, R. E. Bryant, Marianna; Little River, B. H. Bennett, Ashdown; Phillips, W. Harris, Helena; Pulaski, J. M. Harris, Little Rock; St. Francis, H. B. Mitchell, Forrest City.

District home demonstration agent.—Mrs. Mary L. Ray, Little Rock.

County home demonstration agents.—Conway County, Alice A. Winston, Menifee; Desha, Louise Jones, McGehee; Faulkner, Annie C. Latimer, Conway; Lee, Jennie L. Woodard, Marianna; Mississippi, Mary J. McCain, Osceola; Phillips, Dora B. Holman, Helena; St. Francis, L. E. Bell, Forrest City; Sebastian, Anna Hall, Fort Smith.

FLORIDA.

District agent.—A. A. Turner, Tallahassee.

County agricultural agents.—Alachua County, S. H. Hendley, Gainesville; Gadsden, Robert Carter, Quincy; Jackson, J. E. Granberry, Marianna; Jefferson, M. G. Hines, Monticello; Leon, T. B. Carr, Tallahassee; Madison, S. L. Wilkins, Madison; Marion, M. J. Jackson, Ocala; Suwanee, J. G. Godden, Live Oak.

County home demonstration agents.—Alachua County, Mayme E. Wright, Gainesville; Duval, M. J. Washington, Jacksonville; Escambia, O. E. Walker, Pensacola; Hillsboro, S. M. Berry, Tampa; Jefferson, C. J. Harrison, Monticello; Leon, A. W. Parrish, Tallahassee; Madison, Althea Ayers, Madison; Putnam, F. G. Browning, Palatka; St. Johns, M. A. Caldwell, St. Augustine; Suwanee, L. B. Generette, Live Oak.

GEORGIA.

State agent.—E. A. Williams, Savannah.

Assistant State club agent.—Alva Tabor, Savannah.

County agricultural agents.—Bulloch County, B. S. Adams, Statesboro; Clarke and surrounding counties, P. H. Stone, Athens; Coweta, William R. King, Newnan; Fulton, William W. Hatcher, Atlanta; Houston, O. S. Oneal, Fort Valley; Liberty and surrounding counties, J. U. H. Simms, McIntosh; Spaulding, S. H. Lee, Griffin; Sumter, E. Stallworth, Americus; Ware, A. H. Hinesman, Waycross; Washington, T. W. Brown, Sandersville.

County home demonstration agents.—Bibb County, N. M. Bunn, Macon; Camden, M. A. Harris, St. Marys; Chatham, J. H. V. Conyers, Savannah; Coffee, M. V. Burnette, Douglas; Glynn, J. B. Daniels, Brunswick; Houston, J. C. Oneal, Fort Valley; Laurens, E. M. Lampkin, Dublin; Liberty, A. C. Stoney, McIntosh; McIntosh, R. C. Oneal, Darien; Polk, L. Mathis, Cedartown; Walton, E. M. Darden, Monroe.

KENTUCKY.

District agent.—A. C. Burnette, Lexington.

County agricultural agents.—Christian County, W. C. Williams, Hopkinsville; Madison, H. A. Laine, Richmond; Mercer, L. B. Jett, Harrodsburg; Simpson, T. Payne, Franklin; Warren, J. E. Keykendall, Bowling Green.

LOUISIANA.

District agent.—J. S. Clark, Scotlandville.

Boys' club agent.—T. J. Jordan, Scotlandville.

County agricultural agents.—Bienville County, O. W. Gray, Gibsland; Caddo, S. W. Jones, Shreveport; East Baton Rouge, O. M. Amacker, Scotlandville; East Feliciana, J. R. Thornton, Clinton; Rapides, J. W. Gaines, Alexander; Sabine, N. B. Woods, Noble; St. Landry, W. W. Solete, Opelousas; Webster, W. L. Odom, Heflin; West Feliciana, J. E. Ringgold, St. Francisville.

County home demonstration agents.—Bienville County, V. C. Jordan, Heflin; Caddo, Rachel Dolton, Shreveport; East Baton Rouge, A. T. Berryhill, Baton Rouge.

MARYLAND.

County agricultural agents.—Southern counties, J. F. Armstrong, Seat Pleasant; lower Eastern Shore counties, L. F. Martin, Princess Anne.

MISSISSIPPI.

District agent.—M. M. Hubert, Jackson.*Boys' club agent.*—J. R. Jackson, Jackson.*County agricultural agents.*—Amite County, A. D. Huff, Gloster; Bolivar, A. W. Snowden, Symonds; Grenada, A. H. Henderson, Grenada; Humphreys, D. Capshaw, Deovolente; Leflore, D. Capshaw, Deovolente; Madison, J. R. Love, Canton; Panola, N. S. Cox, Batesville; Pike, T. M. Monan, Magnolia; Tallahatchie, F. S. Cooper, Sumner; Warren, J. O. Polk, Vicksburg.*District home demonstration agent.*—Alice C. Oliver, Clarksdale.*County home demonstration agents.*—Bolivar County, W. L. Watts, Cleveland; Humphreys, Grace Gregory, Belzoni; Issaquena, Mattie Jordan, Mayerville; Lauderdale, Lula Toler, Meridian; Oktibbeha, T. K. Clanton, Starkville; Quitman, V. D. Moody, Marks; Sharkey, S. R. Perkins, Rolling Fork; Sunflower, L. A. Minter, Indianola; Tallahatchie, M. G. Grayson, Charles-ton; Tunica, J. A. Pegram, Tunica.

NORTH CAROLINA.

District agent.—L. A. Hall, Chadbourn.*Boys' club agent.*—J. D. Wray, Greensboro.*County agricultural agents.*—Alamance County, H. E. Webb, Greensboro; An-son, J. A. Colson, Ansonville; Bladen, J. W. Mitchell, Vineland; Brunswick, D. D. Dupree, Wilmington; Columbus, J. W. Mitchell, Vineland; Davie, E. C. Lackey, Winston-Salem; Duplin, R. J. Johnson, Warsaw; Edgecombe, Oliver Carter, Parmela; Forsyth, E. C. Lackey, Winston-Salem; Gates, C. S. Mitchell, Gatesville; Granville, F. D. Wharton, Henderson; Guilford, H. E. Webb, Greensboro; Hertford, W. D. Brown, Winton; Martin, Oliver Carter, Parmela; New Hanover, D. D. Dupree, Wilmington; Pender, D. D. Dupree, Wilmington; Pitt, Oliver Carter, Parmela; Rockingham, H. E. Webb, Greensboro; Rowan, T. B. Patterson, Salisbury; Sampson, G. W. Herring, Clinton; Vance, F. D. Wharton, Henderson; Wake, L. H. Roberts, Raleigh; Warren, F. D. Wharton, Henderson; Yadkin, E. C. Lackey, Winston-Salem.

OKLAHOMA.

District agent.—W. A. Hill, Langston.*County agricultural agents.*—Creek County, William M. Mingo, Chandler; King-fisher, L. Shawnee, Kingfisher; Lincoln, William M. Mingo, Chandler; Logan, G. W. Powdrill, Guthrie; McCurtain, J. W. Shoals, Idabel; Mc-Intosh, L. W. Presley, Eufaula; Muskogee, J. V. King, Muskogee; Okfus-kee, J. E. Taylor, Boley; Oklahoma, G. W. Powdrill, Guthrie; Okmulgee, P. M. Mann, Okmulgee; Seminole, E. R. Moore, Wewoka; Wagoner, P. M. Mann, Okmulgee.*County home demonstration agents.*—Lincoln County, Edna L. Lewis, Chand-ler; McIntosh, Maude Smith, Okmulgee; Muskogee, F. W. Brewer, Mus-kogee; Okfuskee, Annie Peters, Boley; Okmulgee, Maude Smith, Okmulgee; Seminole, Annie Peters, Boley; Wagoner, E. W. Brewer, Muskogee.

SOUTH CAROLINA.

Assistant district agent.—H. E. Daniels, Orangeburg.*County agricultural agents.*—Bamberg County, E. D. Jenkins, Denmark; Oco-nee, W. H. Craig, Seneca; Orangeburg, G. W. Daniels, Orangeburg; Rich-lan,d, J. E. Dickson, Columbia; Beaufort, B. Barnwell, Frogmore.

County home demonstration agents (part time).—Allendale County, R. J. Thompson, Allendale; Barnwell, J. M. Thompson, Barnwell; Charleston, C. M. Jones, Charleston; Colleton, D. E. Boston, Walterboro; Georgetown, M. A. Baxter, Georgetown; Hampton, E. English, Gifford; Horry, B. K. Moore, Conway; Marion, G. Johnson, Marion; Orangeburg, F. E. Archey, Orangeburg; Richland, F. P. Thomas, Columbia; Spartanburg, S. L. Hamilton, Spartanburg; Sumter, L. B. Anthony, Sumter; York, A. R. Wimberly, Rock Hill.

TENNESSEE.

County agricultural agents.—Davidson County, G. W. Senter, Nashville; Fayette, William R. Davis, Somerville; Haywood, R. T. Butler, Jackson; Madison, R. T. Butler, Jackson; Montgomery, T. R. Ledford, Clarksville; Robertson, T. R. Ledford, Clarksville; Shelby, R. H. Brown, Lucy; Sumner, G. W. Senter, Nashville; Williamson, G. W. Senter, Nashville.

Home demonstration agents.—Bedford, Giles, and Lincoln Counties, M. L. Barr, Pulaski; West Tennessee, R. Davis, Jackson; District 3, S. I. Duvall, Chattanooga; East Tennessee, L. M. White, Knoxville.

TEXAS.

Assistant State agent.—C. H. Waller, Prairie View.

District agents.—H. S. Estelle, Brenham; J. H. Ford, Wharton.

County agricultural agents.—Austin County, Jesse Wilson, Hempstead; Brazos, L. A. Nash, Bryan; Burleson, L. A. Nash, Bryan; Cherokee, G. W. Crouch, Jacksonville; Colorado, W. H. Isaacs, Oakland; Guadalupe, J. M. H. Alexander, Sequin; Harris, L. G. Luper, Houston; Lavaca, W. H. Isaacs, Oakland; McLennan, R. H. Hines, Waco; Panola, H. L. Brown, Carthage; Robertson, M. B. Jones, Hearne; Waller, Jesse Wilson, Hempstead; Washington, J. M. Lusk, Stephenville; Wharton, C. Taylor, Wharton.

District home demonstration agent.—Mrs. M. E. V. Hunter, Prairie View.

County home demonstration agents.—Brazoria County, M. A. Dixon, Angleton; Harris, R. V. Blackshear, Houston; McLennan, J. C. Lockett, Waco; Matagorda, P. J. Harris, Bay City; Montgomery, C. Parish, Conroe; Polk, M. Lee, Livingston; Victoria, L. L. Jackson, Victoria; Washington, L. E. Lusk, Brenham.

VIRGINIA.

District agents.—Julian E. Bagley, Hampton; John L. Charity, Richmond; Griffin E. Oliver, Crewe.

County agricultural agents.—Albemarle County, C. G. Greer, Charlottesville; Amelia, C. C. Archer, Chula; Brunswick, H. C. Green, Lawrenceville; Buckingham, J. W. Logan, Dillwyn; Carolina, W. H. Craighead, Bowling Green; Charles City, R. E. F. Washington, Roxbury; Charlotte, J. F. Wilson, Keysville; Chesterfield, R. F. Jones, Ettricks; Dinwiddie, A. W. Pegram, Dinwiddie; Gloucester, R. D. Lemon, Sassafras; Goochland, L. W. Bradley, Perkinsville; Isle of Wight, C. H. Jordan, Smithfield; Lunenburg, D. H. Smith, Lunenburg; Mecklenburg, N. D. Morse, South Hill; Nottoway, R. L. Wynn, Wellesville; Powhatan, W. H. Walton, Powhatan; Prince Edward, J. W. Lancaster, Farmville; Prince George, Alexander Scott, Disputanta; Southampton, A. B. Doles, Zuni; Surry, W. H. George, Runnymede; Sussex, M. D. Jones, Stoney Creek.

District home demonstration agent.—Lizzie A. Jenkins, Hampton Institute.

County home demonstration agents.—Amherst County, R. R. Carter, Amherst; Hanover, M. G. Allen, Ashland; Henry, E. G. Sanders, Martinsville; Nelson, S. V. Thompson, Massie's Mill.

WEST VIRGINIA.

Boys' club agents.—J. E. Banks, Marlinton; Miss Colista Grey, Kimball.



